

Message Text

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41

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FM AMEMBASSY BUCHAREST

TO USDOC WASHDC PRIORITY

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E.O. 11652: N/A

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SUBJ: ROMANIAN PHOTOSENSITIVE PAPER PROJECT

REF: USDOC 06092

1. EMBASSY GREATLY APPRECIATES INFO SENT REFTEL. DEIXNER OF MINCHEMIND TOLD US APRIL 22 ROMANIANS REMAIN WILLING TO MEET WITH OL UEWSKI LATE THIS MONTH AND PROMISED TO SEE THAT OLSZEWSKI IS SO INFORMED AGAIN AS WELL AS SEND US A COPY OF EARLIER TELEX. OUR IMPRESSION BASED ON TIS LATEST CONVERSATION AND DISTINCT FROM WHAT FLORESCU SAID LAST MONTH, HOWEVER, IS THAT ROMANIANS HAVE NOT RPT NOT MADE FINAL DECISION TO GO AHEAD WITH OLSZEWSKI ON PILOT PLANT BUT REMAIN INTENSELY INTERESTED IN DRAWING KODAK AND POSSIBLY GAF INTO BIDDING GAME. SINCE REFTEL INDICATES KODAK WISHES TO APPEAR FORTHCOMING TO AVOID FORECLOSING FUTURE BUSINESS PROSPECTS IN ROMANIA, WE WOULD FORESEE SCENARIO IN WHICH ROMANIANS DRAW OUT DISCUSSION WITH OLSZEWSKI WHILE CONTINUING ATTEMPTS TO OBTAIN POSITIVE RESPONSE FROM KODAK.

2. WE BELIEVE IT ONLY FAIR TO INFORM OLSZEWSKI OF SITUATION AND WOULD SUGGEST SOMETHING ALONG FOLLOWING LINES: EMBASSY DOES NOT WISH TO DISCOURAGE OLSZEWSKI FROM MAKING VISIT TO BUCHAREST IN LATE APRIL AND STANDS READY TO ASSIST COMPANY REPS TO MAXIMUM EXTENT POSSIBLE. DESPITE MINISTER FLORESCU'S MID-MARCH STMTMENT THAT HE WAS PREPARED TO HAVE FINAL NEGOTIATIONS BEGIN, LATEST INDICATIONS

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ARE THAT ROMANIANS REMAIN INTERESTED IN SOLICITING ADDITIONAL

BIDS, BOTH ON PILOT PLANT AND LATER STAGES. THIS PROCESS COULD LAST SEVERAL MONTHS, PERHAPS LONGER. IMPOSSIBLE TO PREDICT AT THIS TIME WHEN FINAL DECISION WILL BE MADE. ALTHOUGH TO EMBASSY'S KNOWLEDGE ROMCHIM AND CHEMIND OFFICIALS HAVE NOT RPT NOT OBTAINED ANY OTHER FIRM PROPOSALS, WE HAVE NOT BEEN ABLE TO RECONFIRM THAT APRIL MEETING WITH OLSZEWSKI WILL QUICKLY LEAD TO SIGNING OF CONTRACT.

3. OLSZEWSKI MAY WISH THEREFORE TO SEEK TO CLARIFY ROMCHIM INTENTIONS FURTHER THROUGH DIRECT TELEX ASKING FOR CONFIRMATION OF TYPE OF DISCUSSIONS ROMCHIM HAS IN MIND.

BARNES

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